

Amerada Hess Corporation
RJR Annual Payment Comparison
Retail Partners Program

Store Type	# Stores	1998 Level I	1998 Level II
Marts	164	\$ 482,160	\$ 580,560
Co-Op's	245	\$ 264,600	\$ 352,800
		\$ 746,760	\$ 933,360

Marts
 \$224,177
 \$440,832
 \$348,332

Co-ops
 81/64
 \$238,140
 \$188,110

Amerada Hess Corporation
1998 Retail Partners Program
R. J. Reynolds Tobacco Company

Hess Group	Number of Stores*	Program	1997	1997	1998	1998
			Per Store Monthly	Annual (all stores)	Per Store Monthly	Annual (all stores)
Marts	160	Retail Partners	\$ 235	\$ 451,200	\$ 245	\$ 470,400
	160	Retail Accrual	\$ 191	\$ 366,720	\$ 224	\$ 430,080
Hess West Coast	66	Retail Partners	\$ 375	\$ 297,000	\$ 375	\$ 297,000
	66	Retail Accrual	\$ 264	\$ 209,088	\$ 264	\$ 209,088
Co-Op's	194	Retail Partners	\$ 80	\$ 186,240	\$ 90	\$ 209,520
	194	Retail Accrual	\$ 57	\$ 132,696	\$ 81	\$ 188,568
	47	Retailer Assist	\$ 25	\$ 14,100	\$ 25	\$ 14,100

* Number of stores based on 1997 4th Quarter contracts.

Hess Group	Program	1997 Estimated Revenue	1998 Estimated Revenue	Variance
Marts	Retail Partners	\$ 451,200	\$ 470,400	+ \$ 19,200
	Retail Accrual	\$ 366,720	\$ 430,080	+ \$ 63,360
Hess West Coast	Retail Partners	\$ 297,000	\$ 297,000	no change
	Retail Accrual	\$ 209,088	\$ 209,088	no change
Co-Op's	Retail Partners	\$ 186,240	\$ 209,520	+ \$ 23,280
	Retail Accrual	\$ 132,696	\$ 188,568	+ \$ 55,872